

# ***Exhibit A***

GRAHAM & DUNN PC

May 15, 2012

ROBERT C. CUMBOW  
(206) 340-9619  
rcumbow@grahamdunn.com

**ORIGINAL BY U.S CERTIFIED MAIL**

Mr. Wint Winter Jr., CEO  
Peoples Bank  
4831 West 6th Street  
Lawrence, Kansas 66049

**Re: PEOPLES BANK TRADEMARK**

Dear Mr. Winter:

This law firm is counsel to Peoples Bancorp and its wholly owned subsidiary Peoples Bank, headquartered in Bellingham, Washington. Peoples Bank is a Washington chartered banking corporation that was incorporated in Washington as Peoples State Bank on December 20, 1920. Our client has done business continuously in Washington state since its formation, and owns a Washington state trademark registration for the name "Peoples Bank" issued in 1994.

Our client has advised me of recent instances in which its local customers have received advertisements and solicitations from your organization, causing them to be confused and believe that your bank's solicitations came from our client.

As you may know, absent a federal trademark registration, your company has no nationwide rights in the mark PEOPLES BANK, but may use and enforce that mark only in regions where your company is the established first-user of that mark. We are aware of your company's rights in the PEOPLES BANK trademark dating back to 1934; but we are also aware that those historical rights are limited to a small number of Midwestern states. In Washington state, where your bank has no offices and has never done business, our client has the prior right to the mark PEOPLES BANK.

My client asks that you respect its rights in the PEOPLES BANK trademark in Washington state by not using the trade name "Peoples Bank" when mailing, emailing, telephoning, or otherwise contacting and soliciting residents of Washington state.

To be clear, we are not suggesting that you may not compete for the business of Washington state banking customers, only that you may not do so unfairly by using the PEOPLES BANK trademark, infringing the rights of our client and confusing and deceiving our client's customers.

Pier 70  
2801 Alaskan Way ~ Suite 300  
Seattle WA 98121-1128  
Tel 206.624.8300  
Fax 206.340.9599  
www.grahamdunn.com

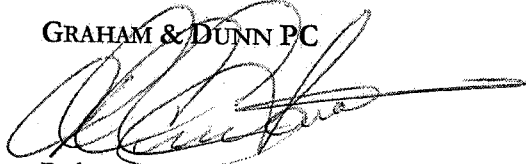
GRAHAM & DUNN PC

Mr. Wint Winter Jr.,  
May 15, 2012  
Page 2

Please respond to us in writing no later than May 28, 2012, assuring us that you will respect our client's rights and will cease and desist from all use of the term PEOPLES BANK, or any confusingly similar word or phrase, in Washington state.

Sincerely,

GRAHAM & DUNN PC

A handwritten signature in black ink, appearing to read 'Robert C. Cumbow', with a long horizontal flourish extending to the right.

Robert C. Cumbow

RCC/rcc

cc: T. Repanich, Peoples Bank  
G. Jones, Peoples Bank  
D. Smart, Esq.  
D. Oates, Esq.

m15161-1753582.doc

***Exhibit B***

RECEIVED

JUL 2 2012

GRAHAM & DUNN

# STEVENS & BRAND L.L.P.

WEBSTER L. GOLDEN  
PETER K. CURRAN  
WINTON A. WINTER, JR.  
EVAN H. ICE  
SHERRI E. LOVELAND  
MOLLY M. WOOD  
CHRISTOPHER F. BURGER\*  
WESLEY F. SMITH  
BRADLEY R. FINKELDEI  
MATTHEW H. HOY\*

ATTORNEYS AT LAW  
US BANK TOWER  
900 MASSACHUSETTS, SUITE 500  
POST OFFICE BOX 189  
LAWRENCE, KANSAS 66044-0189  
TELEPHONE: (785) 843-0811  
FAX: (785) 843-0341

LESLIE M. MILLER  
EMILY A. DONALDSON  
REBECCA J. WEMPE  
PATRICIA E. HAMILTON\*  
JOHN T. BULLOCK<sup>o</sup>  
BENJAMIN M. WELLS\*  
KRISTIN L. BALLOBIN  
HOLLY M. PERKINS\*  
JEFFREY L. HEIMAN

\* ADMITTED IN KANSAS AND MISSOURI  
<sup>o</sup> ADMITTED IN KANSAS, MISSOURI AND CALIFORNIA

June 28, 2012

RICHARD B. STEVENS  
1899-1991  
JOHN W. BRAND  
1907-1971  
JOHN W. BRAND, JR.  
RETIRED

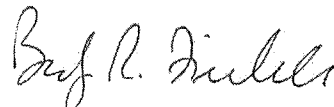
Robert Cumbow  
2801 Alaskan Way ~ Ste 300  
Seattle, WA 98121

**Re: PEOPLES BANK Trademark**

Dear Mr. Cumbow:

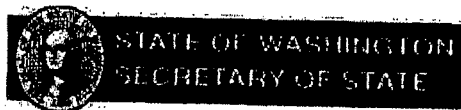
Peoples, Inc. ("Peoples") has obtained a reservation to register PEOPLES BANK OF KANSAS in the State of Washington pursuant to RCW 19.77.015. Peoples intends to register the mark PEOPLES BANK OF KANSAS and use the mark in any future mailings to Washington. Peoples agrees to refrain from using PEOPLES alone or PEOPLES BANK alone in mailings to Washington. We trust that this arrangement will be satisfactory to your client.

Sincerely,  
STEVENS & BRAND, L.L.P.



Bradley R. Finkeldei  
[bradfink@stevensbrand.com](mailto:bradfink@stevensbrand.com)

Page 1 of 2



## Washington Trademark Reservation

See attached detailed instructions

- ☒ Trademark Reservation \$30 per classification.  
☒ Add \$50 to your fee for Expedited Service

This Box For Office Use Only

06/21/12 2208116-001  
 \$80.00 K  
 tid: 2340950

FILED  
 SECRETARY OF STATE  
 SAM REED  
 JUNE 21, 2012  
 STATE OF WASHINGTON

Expiration Date: 12/18/2012  
 File Number: 55393

## TRADEMARK RESERVATION

Chapter 19.77 RCW

### SECTION 1

#### NAME AND ADDRESS OF APPLICANT

Name: Rebecca Wempe c/o Stevens &amp; Brand, LLP

Address: 900 Massachusetts Ste 500

City: Lawrence State: KS Zip Code: 66044

#### NAME AND ADDRESS OF CLIENT (if different from the applicant)

Name: Peoples, Inc.

Address: PO Box 1795

City: Lawrence State: KS Zip Code: 66044

### SECTION 2

#### TRADEMARK SPECIFIC INFORMATION:

\* If art or graphics are part of the trademark include one original sample with this form (see instructions page)

Describe the trademark as it is to be registered: PEOPLES BANK OF KANSAS

Goods or Services Classification Number(s): (see list on page 2): 36

Trademark is used for: ☐ Goods ☒ Services of the following description: FINANCIAL SERVICES CONNECTED WITH A BANKING INSTITUTION, NAMELY, BANKING SERVICES, COMMERCIAL & CONSUMER LENDING, HOME MORTGAGE LENDING, CHECKING & SAVINGS ACCOUNTS, CERTIFICATES OF DEPOSIT ACCOUNTS, MONEY MARKET ACCOUNTS, INVESTMENTS BROKERAGE FOR LIFE, HEALTH, ACCIDENT, CASUALTY AND OTHER TYPICAL INSURANCE PRODUCTS.

**Trademark Reservations are good for 180 days. Reservations are not renewable.**  
 Continued on page 2

Page 2 of 2

**SECTION 3****SIGNATURE OF APPLICANT***This document is hereby executed under penalties of perjury, and is, to the best of my knowledge, true and correct.*

x Rebecca Wempe Rebecca Wempe/Attorney 6/20/12 785 843 0811  
 APPLICANT SIGNATURE Printed Name/Title Date Phone Number

**GOODS OR SERVICE CLASSIFICATION NUMBERS:**(See WAC 434-12-015 for a complete description of each classification)**Goods**

1. Chemical
2. Paints
3. Cosmetic & Cleaning
4. Lubricants & Fuel
5. Pharmaceuticals
6. Metal Goods
7. Machinery
8. Hand tools
9. Electrical & Scientific
10. Medical Apparatus
11. Environmental Control Apparatus
12. Vehicles
13. Firearms
14. Jewelry
15. Musical Instruments
16. Paper Goods & Printed Matter
17. Rubber Goods

**Goods**

18. Leather Goods
19. Nonmetallic Building Materials
20. Furniture & Other Articles
21. House wares & Glass
22. Cordage and Fibers
23. Yarns and Threads
24. Fabrics
25. Clothing
26. Fancy Goods
27. Floor Coverings
28. Toys & Sporting Goods
29. Meats & Processed Foods
30. Staple Foods
31. Natural Agricultural Products
32. Light Beverages
33. Wines and Spirits
34. Smoker's Articles

**Services**

35. Advertising & Business
36. Insurance & Financial
37. Construction & Repair
38. Telecommunications
39. Transportation & Storage
40. Treatment of Materials
41. Education & Training
42. Scientific & Technological
43. Food, Drink & Lodging
44. Medical, Veterinary & Hygienic
45. Personal & Social

**INSTRUCTIONS – TRADEMARK RESERVATION**

Please complete all sections of the Trademark Reservation. **USE DARK INK ONLY.** For an electronic, fillable version of this form, please visit our website at <http://www.sos.wa.gov/corps/>

**Section 1**

Provide the name and address of the applicant, and the name and address of the client if different than the applicant.

**Section 2**

Describe the trademark as it is to be registered. Provide the classification number(s) that apply. If art or graphics are part of this trademark enclose a sample with this form.

**Section 3**

Provide the signature, title, date, and phone number of the authorized person signing.

**Additional Information:**

**FEES:** The filing fee for a trademark reservation is \$30.00 per classification. If expedited service is requested then add \$50 to your total. **(ALL fees are non refundable)**

**Mail completed forms and payment to:**

Secretary of State, Corporation Division, 801 Capitol Way S, PO Box 40234, Olympia WA 98504-0234

If you have questions, need assistance or would like to provide feedback please visit the Corporations Division website at [www.sos.wa.gov/corps](http://www.sos.wa.gov/corps) or call 360-725-0377.



***Exhibit C***



**Call today 888-730-3247**

- CALL TODAY 888-730-3247**



\*Buckhamnet APR is Annual Percentage Rate. This is an invitation to apply with Buckhamnet Bank Member FDIC. Interest rates, pricing, terms and conditions are subject to change without notice. Rate is based on a 20% APR. No value for 0% APR.

Enrique Barrau  
3836 E Smith Rd  
Bellingham, WA 98226-9568

